



HEAVY METAL MEDIATION

REAL TOOLS FOR THE REAL WORLD OF COMMERCIAL MEDIATION

Starring:

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This 3 hour course focuses on the skills that the marketplace for commercial mediation services actually demands. Commercial litigators actually hire mediators who master these skills. Mediators who master these skills get to call mediation their "day job," earn a substantial income and achieve increased personal satisfaction through their work. There is no time wasted on idealistic or utopian concepts of how mediation, or human beings, "should be." The instructors focus exclusively on what works in the real world to settle cases, satisfy clients and keep the phone ringing off the hook with new business. **Warning: The Rumors Are True!** *In some cases this material will require forgetting everything they teach in Mediation 101.*

American Bar Association Section on Dispute Resolution
Annual Conference -- Skills Session -- April 6, 2006
Room _____ -- *Join us if you DARE!*